



# *News Release*

## **WEST VIRGINIA DISTRICT**

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## **SBA Provides Free Government Contracting Training** *Registration is limited, join today*

**CLARKSBURG, WEST VIRGINIA** — The U.S. Small Business Administration is committed to helping small businesses compete for and win federal contracts that could take them to the next level. During the months of July and August, SBA holds free web-enabled training led by instructors from Stover & Associates, Inc. Registration is limited, join online today at <http://sbaworkshops.stoverteam.com>.

Available online seminars include:

- **Facilities Clearances**  
July 16, 2014  
1:00—2:00 pm EDT
- **Developing Technical and Past Performance Volumes in Response to RFPs**  
July 17 & August 11, 2014  
1:00—4:00 pm EDT
- **Developing Pricing and the Cost Volume in Response to RFPs**  
July 21 & August 12, 2014  
1:00—3:00 pm EDT
- **Construction Contracting**  
July 22, 2014  
1:00—5:00 pm EDT
- **Marketing to the Government Buyer**  
July 23 & August 8, 2014  
1:00—4:00 pm EDT
- **Capture Management**  
July 24, 2014  
1:00—4:00 pm EDT
- **Federal Contracting Basics**  
July 28, 2014  
1:00—4:00 pm EDT
- **Managing and Adminstrating Government Contracts**  
July 29 & August 14, 2014  
1:00—4:00 pm EDT
- **Developing and Managing Contractor Teams**  
July 30, 2014  
1:00—3:00 pm EDT
- **Audits and Accounting Systems**  
July 31, 2014  
1:00—5:00 pm EDT

- **Introduction to Construction Project Management**  
August 4, 2014  
1:00—5:00 pm EDT
- **Government Contract Negotiations**  
August 5, 2014  
1:00—5:00 pm EDT
- **Strategic Planning for Small Business**  
August 6, 2014  
1:00—2:00 pm EDT
- **Understanding Request for Proposal**  
August 7, 2014  
1:00—2:00 pm EDT
- **Integrating Exporting into Market Development**  
August 7, 2014  
3:00—4:00 pm EDT
- **Federal Contracting Basics**  
August 13, 2014  
1:00—4:00 pm EDT

To register go to: <http://sbaworkshops.stoverteam.com>. For more information, contact Phyllis Embree or Chris Strudthoff at [sbaworkshops@stoverteam.com](mailto:sbaworkshops@stoverteam.com) or call 770-423-9888.

# # #

*The mission of the SBA is to aid, counsel, assist and promote the interests of small businesses by providing financial, procurement and business development assistance and advocating on their behalf within the government. All SBA programs are extended to the public on a non-discriminatory basis.*

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